



**BROADWAY CARES/EQUITY FIGHTS AIDS, INC.**

**FINANCIAL STATEMENTS**

**SEPTEMBER 30, 2016 and 2015**

## **INDEPENDENT AUDITORS' REPORT**

Board of Trustees  
Broadway Cares/Equity Fights AIDS, Inc.  
New York, New York

### **Report on the Financial Statements**

We have audited the accompanying financial statements of Broadway Cares/Equity Fights AIDS, Inc. (the "Organization"), which are comprised of the statements of financial position as of September 30, 2016 and 2015, the related statements of activities, functional expenses, and cash flows for the years then ended, and the related notes to the financial statements.

### ***Management's Responsibility for the Financial Statements***

The Organization's management is responsible for the preparation and fair presentation of these financial statements in accordance with accounting principles generally accepted in the United States of America; this includes the design, implementation, and maintenance of internal control relevant to the preparation and fair presentation of financial statements that are free from material misstatement, whether due to fraud or error.

### ***Auditors' Responsibility***

Our responsibility is to express an opinion on these financial statements based on our audits. We conducted our audits in accordance with auditing standards generally accepted in the United States of America. Those standards require that we plan and perform the audits to obtain reasonable assurance about whether the financial statements are free from material misstatement.

An audit involves performing procedures to obtain evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditors' judgments, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditors consider internal control relevant to the Organization's preparation and fair presentation of the financial statements, in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Organization's internal control. Accordingly, we express no such opinion. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of significant accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

### ***Opinion***

In our opinion, the financial statements referred to above present fairly, in all material respects, the financial position of Broadway Cares/Equity Fights AIDS, Inc. as of September 30, 2016 and 2015, and the changes in its net assets and its cash flows for the years then ended, in accordance with accounting principles generally accepted in the United States of America.



New York, New York  
June 14, 2017

**BROADWAY CARES/EQUITY FIGHTS AIDS, INC.****Statements of Financial Position**

|   | <b>September 30,</b>       |                            |
|---|----------------------------|----------------------------|
|   | <b>2016</b>                | <b>2015</b>                |
|   |                            | (as restated)              |
| <b>ASSETS</b>                             |                            |                            |
| Cash and cash equivalents                 | <b>\$ 2,291,278</b>        | \$ 2,354,902               |
| Contributions and other receivables       | <b>86,607</b>              | 90,619                     |
| Prepaid expenses and other current assets | <b>319,702</b>             | 319,864                    |
| Inventory                                 | <b>247,141</b>             | 235,318                    |
| Property and equipment, net               | <b>98,539</b>              | 122,933                    |
| Security deposit                          | <b>84,173</b>              | 84,173                     |
|   | <b><u>\$ 3,127,440</u></b> | <b><u>\$ 3,207,809</u></b> |
| <b>LIABILITIES</b>                        |                            |                            |
| Accounts payable and accrued expenses     | <b>\$ 132,319</b>          | \$ 324,055                 |
| Grants payable                            |                            | 540,000                    |
| Event revenue received in advance         | <b>116,442</b>             | 131,954                    |
| Accrued pension liability                 | <b>2,811,988</b>           | 2,003,130                  |
|   | <b><u>3,060,749</u></b>    | <b><u>2,999,139</u></b>    |
| Commitments (Note G)                      |                            |                            |
| <b>NET ASSETS</b>                         |                            |                            |
| Unrestricted, net deficit (Note H):       |                            |                            |
| Net assets from operations                | <b>638,640</b>             | 269,438                    |
| Accrued postretirement benefit liability  | <b>(810,516)</b>           | (384,689)                  |
|   | <b>(171,876)</b>           | (115,251)                  |
| Temporarily restricted                    | <b>238,567</b>             | 323,921                    |
|   | <b><u>66,691</u></b>       | <b><u>208,670</u></b>      |
|   | <b><u>\$ 3,127,440</u></b> | <b><u>\$ 3,207,809</u></b> |

# BROADWAY CARES/EQUITY FIGHTS AIDS, INC.

## Statements of Activities

|  | Year Ended September 30,   |                          |                         |                            |                          |                          |
|--|----------------------------|--------------------------|-------------------------|----------------------------|--------------------------|--------------------------|
|  | 2016                       |                          |                         | 2015 (as restated)         |                          |                          |
|  | Unrestricted               | Temporarily Restricted   | Total                   | Unrestricted               | Temporarily Restricted   | Total                    |
| <b>Public support and revenue:</b>   |                            |                          |                         |                            |                          |                          |
| Contributions  | \$ 18,678,822              | \$ 45,115                | \$ 18,723,937           | \$ 19,030,558              | \$ 58,213                | \$ 19,088,771            |
| Special events (net of direct benefit to donors of \$562,217 and \$483,597 in 2016 and 2015, respectively) | 2,109,717                  |                          | 2,109,717               | 2,128,883                  |                          | 2,128,883                |
| Merchandise sales  | 482,169                    |                          | 482,169                 | 438,539                    |                          | 438,539                  |
| Donated goods and services   | 251,527                    |                          | 251,527                 | 265,794                    |                          | 265,794                  |
| Realized losses on sale of assets  | (3,970)                    |                          | (3,970)                 | (595)                      |                          | (595)                    |
| Interest and other income  | 6,871                      |                          | 6,871                   | 664                        |                          | 664                      |
|  | <u>21,525,136</u>          | <u>45,115</u>            | <u>21,570,251</u>       | <u>21,863,843</u>          | <u>58,213</u>            | <u>21,922,056</u>        |
| Total public support and revenue before net assets released from restrictions                              |                            |                          |                         |                            |                          |                          |
| Net assets released from restrictions  | <u>130,469</u>             | <u>(130,469)</u>         | <u>0</u>                | <u>80,334</u>              | <u>(80,334)</u>          | <u>0</u>                 |
| Total public support and revenue   | <u>21,655,605</u>          | <u>(85,354)</u>          | <u>21,570,251</u>       | <u>21,944,177</u>          | <u>(22,121)</u>          | <u>21,922,056</u>        |
| <b>Expenses:</b>   |                            |                          |                         |                            |                          |                          |
| Program services:  |                            |                          |                         |                            |                          |                          |
| Grants   | 12,055,358                 |                          | 12,055,358              | 11,956,096                 |                          | 11,956,096               |
| Other program services   | 5,340,713                  |                          | 5,340,713               | 5,052,729                  |                          | 5,052,729                |
| Total program services   | <u>17,396,071</u>          |                          | <u>17,396,071</u>       | <u>17,008,825</u>          |                          | <u>17,008,825</u>        |
| Supporting services:   |                            |                          |                         |                            |                          |                          |
| Management and general   | 1,589,449                  |                          | 1,589,449               | 1,990,724                  |                          | 1,990,724                |
| Fund-raising   | 2,300,883                  |                          | 2,300,883               | 2,212,442                  |                          | 2,212,442                |
| Total supporting services  | <u>3,890,332</u>           |                          | <u>3,890,332</u>        | <u>4,203,166</u>           |                          | <u>4,203,166</u>         |
| Total expenses   | <u>21,286,403</u>          |                          | <u>21,286,403</u>       | <u>21,211,991</u>          |                          | <u>21,211,991</u>        |
| <b>Change in net assets before other adjustments</b>   | <b>369,202</b>             | <b>(85,354)</b>          | <b>283,848</b>          | <b>732,186</b>             | <b>(22,121)</b>          | <b>710,065</b>           |
| Pension-related changes other than periodic cost   | <u>(425,827)</u>           |                          | <u>(425,827)</u>        | <u>108,965</u>             |                          | <u>108,965</u>           |
| <b>Change in net assets</b>  | <b>(56,625)</b>            | <b>(85,354)</b>          | <b>(141,979)</b>        | <b>841,151</b>             | <b>(22,121)</b>          | <b>819,030</b>           |
| Net assets (deficit) - beginning of year, as restated (Note A [18])  | <u>\$ (115,251)</u>        | <u>\$ 323,921</u>        | <u>\$ 208,670</u>       | <u>(956,402)</u>           | <u>346,042</u>           | <u>(610,360)</u>         |
| <b>Net assets (deficit) - end of year</b>  | <u><b>\$ (171,876)</b></u> | <u><b>\$ 238,567</b></u> | <u><b>\$ 66,691</b></u> | <u><b>\$ (115,251)</b></u> | <u><b>\$ 323,921</b></u> | <u><b>\$ 208,670</b></u> |

See notes to financial statements

## BROADWAY CARES/EQUITY FIGHTS AIDS, INC.

### Statement of Functional Expenses Year Ended September 30, 2016

(with summarized financial information for 2015)

|                                     | Program<br>Services  | Management<br>and<br>General | Fund-<br>Raising    | Year Ended September 30, |                      |
|-------------------------------------|----------------------|------------------------------|---------------------|--------------------------|----------------------|
|                                     |                      |                              |                     | 2016                     | 2015                 |
| Salaries                            | \$ 2,311,477         | \$ 604,131                   | \$ 623,954          | \$ 3,539,562             | \$ 3,458,233         |
| Payroll taxes and employee benefits | 1,032,101            | 292,951                      | 280,647             | 1,605,699                | 1,687,882            |
| Professional fees and consultants   | 44,088               | 67,165                       | 77,927              | 189,180                  | 338,089              |
| Rent                                | 486,083              | 127,044                      | 131,212             | 744,339                  | 696,107              |
| Telephone                           | 41,691               | 16,226                       | 11,254              | 69,171                   | 56,784               |
| Printing, advertising and publicity | 205,941              | 97,564                       | 151,801             | 455,306                  | 489,009              |
| Postage and shipping                | 83,716               | 40,743                       | 128,536             | 252,995                  | 211,041              |
| Conference and meetings             | 17,270               | 10,726                       | 17,546              | 45,542                   | 75,305               |
| Mobilization and production costs   | 391,203              | 26,022                       | 548,814             | 966,039                  | 913,819              |
| Merchandising expenses              | 308,257              | 15,318                       | 62,797              | 386,372                  | 451,565              |
| Insurance                           | 28,176               | 7,364                        | 7,606               | 43,146                   | 35,734               |
| Dues and subscriptions              | 3,490                | 4,984                        | 921                 | 9,395                    | 12,321               |
| Security                            |                      | 14,023                       | 25,252              | 39,275                   | 38,448               |
| Transportation and meals            | 31,430               | 19,940                       | 58,460              | 109,830                  | 132,313              |
| Office supplies and expenses        | 97,405               | 77,565                       | 45,204              | 220,174                  | 197,278              |
| Purchase of theater tickets         | 7,874                | 7,544                        | 41,428              | 56,846                   | 10,170               |
| Repairs and maintenance             | 38,554               | 23,588                       | 10,407              | 72,549                   | 57,785               |
| Credit card commissions             | 174,148              | 58,932                       | 47,009              | 280,089                  | 274,492              |
| Corporate taxes and license fees    | 1,757                | 24,866                       | 18,885              | 45,508                   | 42,387               |
| Depreciation and amortization       |                      | 38,432                       |                     | 38,432                   | 40,803               |
| Miscellaneous                       | <u>36,052</u>        | <u>14,321</u>                | <u>11,223</u>       | <u>61,596</u>            | <u>36,330</u>        |
|                                     | 5,340,713            | 1,589,449                    | 2,300,883           | 9,231,045                | 9,255,895            |
| Grants provided                     | <u>12,055,358</u>    |                              |                     | <u>12,055,358</u>        | <u>11,956,096</u>    |
|                                     | <u>\$ 17,396,071</u> | <u>\$ 1,589,449</u>          | <u>\$ 2,300,883</u> | <u>\$ 21,286,403</u>     | <u>\$ 21,211,991</u> |

**BROADWAY CARES/EQUITY FIGHTS AIDS, INC.****Statement of Functional Expenses  
Year Ended September 30, 2015**

|                                     | <b>Program<br/>Services</b> | <b>Management<br/>and<br/>General</b> | <b>Fund-<br/>Raising</b> | <b>Total<br/>Expenses</b> |
|-------------------------------------|-----------------------------|---------------------------------------|--------------------------|---------------------------|
| Salaries                            | \$ 2,105,500                | \$ 775,735                            | \$ 576,998               | \$ 3,458,233              |
| Payroll taxes and employee benefits | 1,028,595                   | 375,093                               | 284,194                  | 1,687,882                 |
| Professional fees and consultants   | 109,727                     | 85,882                                | 142,480                  | 338,089                   |
| Rent                                | 423,816                     | 156,147                               | 116,144                  | 696,107                   |
| Telephone                           | 25,383                      | 24,445                                | 6,956                    | 56,784                    |
| Printing, advertising and publicity | 201,666                     | 120,176                               | 167,167                  | 489,009                   |
| Postage and shipping                | 64,739                      | 39,147                                | 107,155                  | 211,041                   |
| Conference and meetings             | 27,485                      | 21,421                                | 26,399                   | 75,305                    |
| Mobilization and production costs   | 374,620                     | 33,647                                | 505,552                  | 913,819                   |
| Merchandising expenses              | 367,518                     | 1,207                                 | 82,840                   | 451,565                   |
| Insurance                           | 21,756                      | 8,016                                 | 5,962                    | 35,734                    |
| Dues and subscriptions              | 7,581                       | 3,387                                 | 1,353                    | 12,321                    |
| Security                            |                             | 13,968                                | 24,480                   | 38,448                    |
| Transportation and meals            | 41,937                      | 26,042                                | 64,334                   | 132,313                   |
| Office supplies and expenses        | 70,722                      | 86,743                                | 39,813                   | 197,278                   |
| Purchase of theater tickets         | 1,987                       | 8,183                                 |                          | 10,170                    |
| Repairs and maintenance             |                             | 57,785                                |                          | 57,785                    |
| Credit card commissions             | 158,218                     | 69,615                                | 46,659                   | 274,492                   |
| Corporate taxes and license fees    | 128                         | 34,197                                | 8,062                    | 42,387                    |
| Depreciation and amortization       |                             | 40,803                                |                          | 40,803                    |
| Miscellaneous                       | <u>21,351</u>               | <u>9,085</u>                          | <u>5,894</u>             | <u>36,330</u>             |
|                                     | 5,052,729                   | 1,990,724                             | 2,212,442                | 9,255,895                 |
| Grants provided                     | <u>11,956,096</u>           |                                       |                          | <u>11,956,096</u>         |
|                                     | <u>\$ 17,008,825</u>        | <u>\$ 1,990,724</u>                   | <u>\$ 2,212,442</u>      | <u>\$ 21,211,991</u>      |

**BROADWAY CARES/EQUITY FIGHTS AIDS, INC.****Statements of Cash Flows**

|  | <b>Year Ended<br/>September 30,</b> |                            |
|--|-------------------------------------|----------------------------|
|  | <b>2016</b>                         | <b>2015</b>                |
|  |                                     | (as restated)              |
| <b>Cash flows from operating activities:</b>   |                                     |                            |
| Change in net assets   | \$ (141,979)                        | \$ 819,030                 |
| Adjustments to reconcile change in net assets to net cash<br>(used in) provided by operating activities: |                                     |                            |
| Depreciation and amortization  | 38,432                              | 40,803                     |
| Donated investments  | (69,577)                            | (59,607)                   |
| Proceeds from sales of donated investments   | 65,607                              | 59,012                     |
| Realized losses on sale of donated investments   | 3,970                               | 595                        |
| Changes in:  |                                     |                            |
| Contributions and other receivables  | 4,012                               | (48,343)                   |
| Prepaid expenses and other current assets  | 162                                 | (31,948)                   |
| Inventory  | (11,823)                            | 88,315                     |
| Accounts payable and accrued expenses  | (191,736)                           | 79,892                     |
| Grants payable   | (540,000)                           | 40,000                     |
| Event revenue received in advance  | (15,512)                            | (65,355)                   |
| Accrued pension liability  | 808,858                             | 262,919                    |
| Net cash (used in) provided by operating activities  | <u>(49,586)</u>                     | <u>1,185,313</u>           |
| <b>Cash flows from investing activities:</b>   |                                     |                            |
| Purchases of property and equipment  | <u>(14,038)</u>                     | <u>(44,771)</u>            |
| Net cash used in investing activities  | <u>(14,038)</u>                     | <u>(44,771)</u>            |
| <b>Net change in cash and cash equivalents</b>   | <b>(63,624)</b>                     | 1,140,542                  |
| Cash and cash equivalents, beginning of year   | <u>2,354,902</u>                    | <u>1,214,360</u>           |
| <b>Cash and cash equivalents, end of year</b>  | <b><u>\$ 2,291,278</u></b>          | <b><u>\$ 2,354,902</u></b> |
| <b>Supplemental disclosure of cash flow information:</b>   |                                     |                            |
| Noncash donations of goods and services  | <u>\$ 251,527</u>                   | <u>\$ 265,794</u>          |

## **BROADWAY CARES/EQUITY FIGHTS AIDS, INC.**

### **Notes to Financial Statements September 30, 2016 and 2015**

#### **NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES**

##### **[1] The Organization:**

Broadway Cares/Equity Fights AIDS, Inc. (the "Organization"), a not-for-profit entity formed in 1988 in the State of New York, raises money to provide grants to (i) organizations providing assistance for healthcare to those individuals in the entertainment industry who are affected by critical health issues, including but not limited to HIV/AIDS, and (ii) organizations and programs nationwide and internationally that provide care and services to people living with HIV/AIDS. The Organization also facilitates the fund-raising capabilities of the theater community to address and support an urgent crisis or need, as directed by the Board of Trustees.

The Organization is exempt from federal income taxes under Section 501(c)(3) of the U.S. Internal Revenue Code, and from state and local taxes under comparable laws.

##### **[2] Basis of accounting:**

The accompanying financial statements of the Organization have been prepared using the accrual basis of accounting and conform to accounting principles generally accepted in the United States of America as applicable to not-for-profit entities.

##### **[3] Use of estimates:**

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amount of assets, liabilities, public support and revenue and expenses. Actual results could differ from those estimates.

##### **[4] Cash and cash equivalents:**

For financial-reporting purposes, the Organization considers all highly liquid investments purchased with an original maturity of three months or less to be cash equivalents.

##### **[5] Contributions and other receivables:**

These receivables consist of contributions and payments owed from fund-raising events. The amounts are expected to be fully collectible within the next fiscal-year; accordingly, no allowance for doubtful amounts has been established.

##### **[6] Inventory:**

Inventory consists of merchandise available for sale and is valued at the lower of cost or fair value at the fiscal year-end. Certain items have been contributed to inventory and have been recorded at their approximate fair values at the dates of contribution. Obsolete inventory is written off as necessary.

##### **[7] Grants payable:**

Grants are recognized as obligations at the time of approval. Grants approved but unpaid as of year-end are reported as liabilities in the accompanying statements of financial position. There were no grants payable as of September 30, 2016; however, \$540,000 of grants were approved in 2015 and paid during 2016.



## **BROADWAY CARES/EQUITY FIGHTS AIDS, INC.**

### **Notes to Financial Statements September 30, 2016 and 2015**

#### **NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

##### **[8] Property and equipment:**

Property and equipment are reported at their costs at the dates of acquisition or at their fair values at the dates of donation. The Organization capitalizes those assets the cost of which exceeds \$2,000 and that have a useful life of five years or more. Depreciation of furniture, fixtures, and equipment is provided using the straight-line method over estimated useful life of five years, and leasehold improvements are amortized using the straight-line method over the term of the underlying lease.

Management evaluates the recoverability of the investment in long-lived assets on an ongoing basis and recognizes any impairment in the year of determination. Long-lived assets were tested for impairment as of September 30, 2016 and 2015, respectively, and, in the opinion of management, there were no impairments. It is reasonably possible that relevant conditions could change in the near term and necessitate a change in management's estimate of the recoverability of these assets.

##### **[9] Accrued vacation:**

Accrued vacation is included as a liability in the accompanying financial statements and represents the Organization's obligation for the potential cost of unused employee vacation time that would be payable in the event that those employee left the Organization; the obligation is recalculated every year. At September 30, 2016 and 2015, the accrued vacation obligation was approximately \$41,000 and \$44,000, respectively, and was reported as a part of accounts payable and accrued expenses in the statements of financial position.

##### **[10] Event revenue received in advance:**

The revenue from advance ticket sales related to a future year's event is deferred and recognized as income in the year in which the performance is held.

##### **[11] Net assets:**

The net assets of the Organization and the changes therein are classified and reported as follows:

*(i) Unrestricted:*

- (a) Net assets from operations represent those resources that are not subject to donor restrictions.
- (b) Accrued postretirement benefit liability are those net assets that are held for the purpose of funding the 403(b) plan in future years.

*(ii) Temporarily restricted:*

Temporarily restricted net assets represent those resources that have been restricted by donors and grantors for specified program-related activities or for use in specific time periods. The release from restrictions results from the satisfaction of the restricted purposes specified by the donors or grantors or the passing of time. Temporarily restricted contributions, the requirements of which are met in the year of donation, are reported as unrestricted.

## **BROADWAY CARES/EQUITY FIGHTS AIDS, INC.**

### **Notes to Financial Statements September 30, 2016 and 2015**

#### **NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)**

##### **[12] Revenue recognition:**

###### *(i) Contributions:*

Contributions are recorded as revenue upon the receipt of cash or other assets, or of unconditional pledges based on their fair market value on the date of donation. Contributions are considered available for unrestricted use unless specifically restricted by the donor. It is the Organization's policy to sell donated investments upon receipt.

###### *(ii) Special events:*

The Organization conducts special events for which the use of a host Broadway theater may be donated and the performers and support staff donate their time. A portion of the gross proceeds paid by the attendees represents payment for the direct cost of the benefits received by the attendees at the event. In the absence of a verifiable objective means to demonstrate otherwise, the fair value of entertainment provided at these special events is measured at the actual cost to the Organization. Such special-event income is reported net of the direct cost of the event that is attributable to the benefit that the donors receive.

###### *(iii) Merchandise sales:*

The Organization operates a retail outreach program that sells AIDS-awareness red-ribbon items; items crafted by workshops sheltered for people living with AIDS; general Broadway-show-related memorabilia, and various other collector items. Sales are conducted via a printed catalog and on-line through the Organization's website.

###### *(iv) Care-Tix sales:*

The Organization has access to available seats at Broadway and Off-Broadway shows, which are sold to the general public generally for double the face value of the ticket, resulting in the recording of 50% of the ticket price as a contribution to the Organization. In the accompanying financial statements, the amount reported in contributions is net of the actual cost of the tickets.

##### **[13] Advertising costs:**

The Organization expenses the cost of advertising as incurred.

##### **[14] Functional allocation of expenses:**

The costs of providing the various programs and supporting services have been summarized on a functional basis in the accompanying statements of activities and of functional expenses. Accordingly, direct costs have been allocated among the program and supporting services based on the nature of the expense. Indirect costs have been functionalized on the basis of time allocation.

##### **[15] Volunteers:**

A substantial number of unpaid volunteers have made significant contributions of their time to the Organization. The value of this contributed time does not meet the criteria for recognition of contributed services required under generally accepted accounting principles and, accordingly, is not included in the accompanying financial statements.

## BROADWAY CARES/EQUITY FIGHTS AIDS, INC.

### Notes to Financial Statements September 30, 2016 and 2015

#### NOTE A - ORGANIZATION AND SUMMARY OF SIGNIFICANT ACCOUNTING POLICIES (CONTINUED)

##### [16] Income tax uncertainties:

The Organization is subject to the provisions of the Financial Accounting Standards Board's (the "FASB") Accounting Standards Codification ("ASC") Topic 740, *Income Taxes*, as it relates to accounting and reporting for uncertainty in income taxes. For the Organization, these provisions could be applicable to the incurrence of unrelated business taxable income ("UBTI") attributable to certain of its merchandise sales. Because the Organization has always recorded the potential liability for this tax, when applicable, and because of the Organization's general tax-exempt status, management believes ASC Topic 740 has not had, and is not anticipated to have, a material impact on the financial statements.

##### [17] Recent accounting pronouncement:

In August 2016, the FASB issued Accounting Standards Update ("ASU") No. 2016-14, *Presentation of Financial Statements of Not-for-Profit Entities*. ASU 2016-14 will amend financial-statement presentations and disclosures, with the goal of assisting not-for-profit organizations in providing more relevant information about their resources (and the changes in those resources) to donors, grantors, creditors, and other users. ASU 2016-14 includes qualitative and quantitative requirements in the following areas: (i) net asset classifications, (ii) investment returns, (iii) expense categorizations, (iv) liquidity and availability of resources, and (v) the presentation of operating cash flows. The new standard is effective for annual reporting periods beginning after December 15, 2017. The Organization will adopt ASU 2016-14 when it becomes effective.

##### [18] Restatement of net assets and reclassification:

- (i) Effective September 30, 2015, the Organization restated its net assets to correct an amount erroneously included in deferred revenue. As a result, contributions and the change in net assets for the year ended September 30, 2015 were understated by \$321,171.

|                       | <u>Net assets</u> | <u>Contributions</u> | <u>Change in net assets</u> |
|-----------------------|-------------------|----------------------|-----------------------------|
| As previously stated  | \$ (112,501)      | \$ 21,600,885        | \$ 497,859                  |
| Effect of restatement | <u>321,171</u>    | <u>321,171</u>       | <u>321,171</u>              |
| As restated           | <u>\$ 208,670</u> | <u>\$ 21,922,056</u> | <u>\$ 819,030</u>           |

- (ii) In addition, certain amounts included in the fiscal-year 2015 financial statements have been reclassified to conform to the fiscal-year 2016 presentation.

##### [19] Subsequent events:

The Organization considers all of the accounting treatments, and the related disclosures in the current fiscal-year's financial statements, that may be required as the result of all events or transactions that occur after September 30, 2016 through June 14, 2017, the date on which the financial statements were available to be issued.

**BROADWAY CARES/EQUITY FIGHTS AIDS, INC.**

**Notes to Financial Statements  
September 30, 2016 and 2015**

**NOTE B - PROPERTY AND EQUIPMENT**

At each fiscal year-end, property and equipment consisted of the following:

|  | <b>September 30,</b>    |                          |
|--|-------------------------|--------------------------|
|  | <b>2016</b>             | <b>2015</b>              |
| Office furniture and fixtures                  | <b>\$ 155,467</b>       | \$ 150,667               |
| Equipment                                      | <b>130,264</b>          | 121,026                  |
| Leasehold improvements                         | <b>163,943</b>          | 163,943                  |
|  | <b>449,674</b>          | 435,636                  |
| Less accumulated depreciation and amortization | <b>(351,135)</b>        | (312,703)                |
|  | <b><u>\$ 98,539</u></b> | <b><u>\$ 122,933</u></b> |

**NOTE C - TEMPORARILY RESTRICTED NET ASSETS**

At each fiscal year-end, temporarily restricted net assets consisted of the following:

|                   | <b>September 30,</b>     |                          |
|-------------------|--------------------------|--------------------------|
|                   | <b>2016</b>              | <b>2015</b>              |
| Revolucion Latina | <b>\$ 50,914</b>         | \$ 82,209                |
| Broadway Impact   |                          | 99,174                   |
| Green Alliance    | <b>71,693</b>            | 63,262                   |
| Broadway Serves   | <b>115,960</b>           | 79,276                   |
|                   | <b><u>\$ 238,567</u></b> | <b><u>\$ 323,921</u></b> |

During each fiscal year, net assets were released from restrictions as the following donor restrictions were satisfied:

|                                  | <b>September 30,</b>     |                         |
|----------------------------------|--------------------------|-------------------------|
|                                  | <b>2016</b>              | <b>2015</b>             |
| Revolucion Latina                | <b>\$ 31,295</b>         |                         |
| Broadway Impact                  | <b>99,174</b>            | \$ 39,323               |
| International Community Bakeries |                          | 16,011                  |
| Time restrictions                |                          | 25,000                  |
|                                  | <b><u>\$ 130,469</u></b> | <b><u>\$ 80,334</u></b> |

## BROADWAY CARES/EQUITY FIGHTS AIDS, INC.

### Notes to Financial Statements September 30, 2016 and 2015

#### NOTE D - DONATED GOODS AND SERVICES

For recognition of donated goods and services in the Organization's financial statements, such goods or services must (i) create or enhance non-financial assets and (ii) typically need to be acquired if not provided by donation. Additionally, recognition of donated services must (i) require a specialized skill, and (ii) be provided by individuals possessing these skills. Donated goods and services are recorded as support at their estimated fair values at the dates of donation and are reported as unrestricted support unless the donor has restricted the donated asset to a specific purpose. Donated goods and services are reported as both contributions and offsetting expenses in the accompanying statements of activities.

During fiscal-years 2016 and 2015, the Organization received donated goods and services as follows:

|                                  | <b>Year Ended<br/>September 30,</b> |                    |
|----------------------------------|-------------------------------------|--------------------|
|                                  | <b><u>2016</u></b>                  | <b><u>2015</u></b> |
| Donated goods:                   |                                     |                    |
| Airline tickets                  | <b><u>\$ 150,000</u></b>            | <u>\$ 150,000</u>  |
| Donated services:                |                                     |                    |
| Advertising                      | <b><u>101,527</u></b>               | <u>115,794</u>     |
| Total donated goods and services | <b><u>\$ 251,527</u></b>            | <u>\$ 265,794</u>  |

During fiscal-years 2016 and 2015, the Organization received donated auction items for experiences and autographed memorabilia, for which there are no readily determinable fair market values. These contributions were recorded within these financial statements at the values for which they were sold during the auction process.

#### NOTE E - RELATED-PARTY TRANSACTIONS

A member of the Board of Trustees is a principal owner of the press agency used by the Organization. Fees paid for services and expense reimbursements to the press agency were \$37,821 and \$37,938 for fiscal-years 2016 and 2015, respectively.

For fiscal-years 2016 and 2015, grants of approximately \$4,650,550 and \$5,341,000, respectively, were made to not-for-profit organizations that have board members in common with the Organization's Board of Trustees.

## BROADWAY CARES/EQUITY FIGHTS AIDS, INC.

### Notes to Financial Statements September 30, 2016 and 2015

#### NOTE F - RETIREMENT BENEFITS

The Organization has a defined-benefit retirement plan formed under Internal Revenue Code Section 403(b) that covers all employees who meet certain length-of-service requirements. Vesting of the Organization's contributions occurs after the completion of five years of service.

At each fiscal year-end, the plan's funded status, accrued benefit cost, and other underlying data were as follows:

|  | <u>September 30,</u>  |                       |
|--|-----------------------|-----------------------|
|  | <u>2016</u>           | <u>2015</u>           |
| Accumulated benefit obligation   | <u>\$ (5,843,444)</u> | <u>\$ (4,848,024)</u> |
| Projected benefit obligation   | <u>\$ (5,843,444)</u> | <u>\$ (4,848,024)</u> |
| Fair value of plan assets  | <u>3,031,456</u>      | <u>2,844,894</u>      |
| Funded status (obligation in excess of assets)                           | <u>\$ (2,811,988)</u> | <u>\$ (2,003,130)</u> |
| Accrued benefit cost reported in the statements of financial position    | <u>\$ (2,811,988)</u> | <u>\$ (2,003,130)</u> |
| Changes in retirement benefits other than included in operating expenses | <u>\$ (425,827)</u>   | <u>\$ 108,965</u>     |
| Net periodic pension cost included the following components:             |                       |                       |
| Service cost benefits earned during the period                           | \$ 264,310            | \$ 262,667            |
| Interest cost on projected benefit obligation                            | 212,178               | 185,642               |
| Amortization of accumulated loss   | 145,547               | 133,884               |
| Actual return on assets  | 65,038                | 13,350                |
| Net asset gain deferred during period                                    | (261,626)             | (181,243)             |
| Amortization of prior service cost                                       | <u>(42,416)</u>       | <u>(42,416)</u>       |
| Net periodic pension costs   | <u>\$ 383,031</u>     | <u>\$ 371,884</u>     |
| Weighted-average assumptions:  |                       |                       |
| Discount rate  | 3.85%                 | 4.41%                 |
| Expected return on plan assets   | 7.00%                 | 7.00%                 |
| Rate of compensation increase  | 3.00%                 | 3.00%                 |
| Employer contributions   | <u>\$ 272,000</u>     | <u>\$ 445,000</u>     |
| Benefits paid  | <u>\$ (20,400)</u>    | <u>\$ (20,400)</u>    |

A contribution of \$175,000 was made to the plan by the Organization subsequent to September 30, 2016.

## BROADWAY CARES/EQUITY FIGHTS AIDS, INC.

### Notes to Financial Statements September 30, 2016 and 2015

#### NOTE F - RETIREMENT BENEFITS (CONTINUED)

As of January 1, 2016, the Board amended the defined benefit pension plan. This amendment resulted in the conversion to a 1.5% unit accrual plan and benefits accrued prior to December 31, 2015 were preserved. The amended plan is based on a projected cost to the Organization of approximately 7% of payroll each year.

At each fiscal year-end, plan assets were invested as follows:

|                    | <u>September 30,</u> |             |
|--------------------|----------------------|-------------|
|                    | <u>2016</u>          | <u>2015</u> |
| Money-market funds | 1%                   | 2%          |
| Equity securities  | 39                   | 31          |
| Fixed-income funds | <u>60</u>            | <u>67</u>   |
| Total              | <u>100%</u>          | <u>100%</u> |

Based on expected future service, the benefit distributions expected to be paid in future fiscal-years are:

| <u>Year Ending<br/>September 30,</u> | <u>Expected Benefit<br/>Distributions</u> |
|--------------------------------------|---|
| 2017                                 | \$ 123,000                                |
| 2018                                 | 130,000                                   |
| 2019                                 | 129,000                                   |
| 2020                                 | 227,000                                   |
| 2021                                 | 246,000                                   |
| 2022 - 2026                          | 1,347,000                                 |

#### NOTE G - COMMITMENTS

##### [1] Operating leases:

The Organization rents office space under an operating lease agreement that expires on August 31, 2021. The lease requires minimum lease payments plus escalation charges. Rent expense for fiscal-years 2016 and 2015 was approximately \$581,000 and \$535,000, respectively. The future minimum annual obligations under this lease are as follows:

| <u>Year Ending<br/>September 30,</u> | <u>Amount</u> |
|--------------------------------------|---------------|
| 2017                                 | \$ 601,338    |
| 2018                                 | 619,379       |
| 2019                                 | 637,960       |
| 2020                                 | 657,098       |
| 2021                                 | 618,864       |

##### [2] Other contracts:

In the normal course of business, the Organization enters into various contracts for professional and other services, which are typically renewable on a year-to-year basis.

## BROADWAY CARES/EQUITY FIGHTS AIDS, INC.

### Notes to Financial Statements September 30, 2016 and 2015

#### NOTE H - DEFICIT IN UNRESTRICTED NET ASSETS

The deficit in unrestricted net assets is due largely to the Organization's accumulated postretirement benefit obligations. Management believes the Organization will have sufficient resources to meet these obligations.

#### NOTE I - CREDIT RISK

The Organization maintains its cash and cash equivalents in high-credit-quality financial institutions in amounts which, at times, may exceed federally insured limits. The Organization has not experienced any non-market-related losses in such accounts, and management believes that the Organization is not exposed to any significant risk of loss due to the failure of the financial institutions.

#### NOTE J - PROGRAM AND SUPPORTING SERVICES EXPENSES

During each fiscal year, expenses were allocated among program and supporting services as follows:

|                            | Year Ended December 31, |                      |
|----------------------------|-------------------------|----------------------|
|                            | 2016                    | 2015                 |
| Program                    | \$ 17,655,825           | \$ 16,942,354        |
| General and administrative | 1,683,131               | 1,966,753            |
| Fund-raising               | <u>2,935,491</u>        | <u>2,677,516</u>     |
|                            | <u>\$ 22,274,447</u>    | <u>\$ 21,586,623</u> |

The above expenses are inclusive of expenses that have been reported net of revenue in the accompanying statements of activities. The direct benefits to donors of \$562,217 and \$483,597 are reported as fund-raising expenses and pension related changes other than periodic costs/benefits of (\$425,827) and \$108,965, are included as part of general and administrative and fund-raising expenses for fiscal-years 2016 and 2015, respectively.